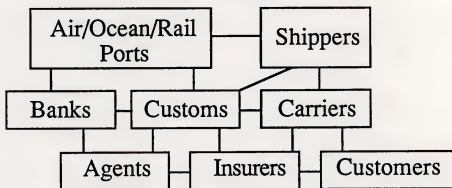


COMPLICATED TRADE INTERFACES



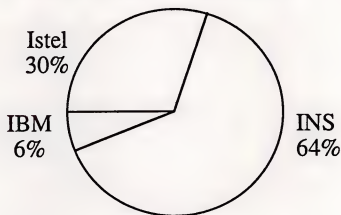
INPUT

NOTES:

EDIS-1



1987 U.K. EDI MARKET (Service/Revenues)



INPUT

NOTES:

EDIS-2



JAPAN'S EDI ENVIRONMENT

- Telecommunications Liberalizing
- Increasing Intercompany Networking
- No EDI Standards
- Heavy International FAX Use

INPUT

NOTES:

EDIS-3



Many VANs

- Half with EDI-Type Services
- Leading EDI Service: NTT's Dress
- Some U.S. VANs Involved

INPUT

NOTES:

EDIS-3A



IEDI: OPPORTUNITIES AND DIFFICULTIES

Opportunities

- U.S., Others "EDI Ready"
- Third-Party Providers Available
- Standards Evolving

INPUT

NOTES:

EDIS-4



Difficulties

- Transborder Data Flow Issues
- Business/Cultural Issues
- Incompatible Systems

Third Parties Can Bridge the Gap

INPUT

NOTES:

EDIS-4A



VENDOR AND USER RECOMMENDATIONS

Vendors:

- Offer IEDI for MNCS, and as "Full Service"
- Consider Partnering to Reduce Risks
- Evaluate Advanced Features/Services

INPUT

NOTES:

EDIS-5



Users

- Don't "Reinvent the Wheel"
- Partner with Vendors for Unique Needs

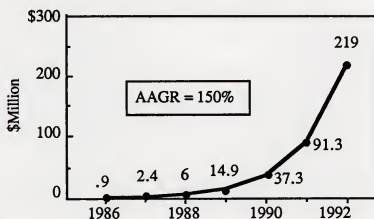
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NOTES:

EDIS-5A



U.S. USERS' EXPENDITURES FOR IEDI (Network Processing Services Only)



INPUT

NOTES:

EDIS-6



THIRD-PARTY SERVICES' IEDI STRATEGIES

- Partnering, Agents
- Linking International Facilities
- Technology Licensing

INPUT

NOTES:

EDIS-7



VENDOR RANKING OF TECHNOLOGICAL
FACTORS AFFECTING GOVERNMENT
SPENDING FOR EDI SERVICES

Factor	Rank*
Developments in Processing/ Transmission Devices	1
Evolution of X.400 Standard	2

*Rank based on frequency of mention by respondents.

INPUT

NOTES:

EDIS-8



Factor	Rank*
Evolution of Standards for Computer Graphics	3
Improvements in Storage Devices	4
Developments in Computer Networks	5

*Rank based on frequency of mention by respondents.

INPUT

NOTES:

EDIS-8A

